



2009 ANNUAL REPORT TO MEMBERS GREATER CHAMBERSBURG CHAMBER OF COMMERCE

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Membership remains strong

While Greater Chambersburg Chamber of Commerce membership dipped slightly in 2009, membership in the largest business organization in Franklin County remains strong.

To be sure, the state of the economy had an impact on Chamber membership in 2009. However, our Chamber is still clearly valued by its members and those beginning their businesses. There were 110 new Chamber members in 2009 and 36 reinstatements, boosting membership to above projected numbers. Some Chambers had declines of 15 to 20 percent, while Chambersburg's was about 5 percent. Overall, membership stood at 985 at year's end, compared to 1,038 the previous year. It is a diversified group.

Nearly 40 percent have been members for 10 years or more, and 4 percent have been members for more than 50 years. New investment continues to occur, however. Forty-two percent of the membership

Chamber membership in the past 5 years

2005.....	942
2006.....	976
2007.....	1,027
2008.....	1,038
2009.....	985

has belonged for 1 to 4 years.

While most of the membership is from Franklin County, particularly the greater Chambersburg area, members come from Harrisburg to Martinsburg, W.Va.

"Members come from all over the four-state area; being a Chamber member is one of the most cost-effective ways to promote goods and services," said Doug Harmon, the Chamber's membership director.

The Chamber staff is optimistic about

2010 and beyond. A new Chamber-exclusive program for members in the Allegheny Power area is expected to help members reduce energy costs (for details, see Page 3) and drive membership, and the Chamber is continuing to improve its other programs.

Mixer attendance is rising, averaging 100-150 people at each event. Mixers help members to network and make business contacts in a relaxed setting. In addition to evening mixers, usually one per month, the Chamber now offers morning and lunchtime networking opportunities. The Chamber also has an active Ambassadors Committee that reaches out to members and makes them feel welcome.

In 2009, the Chamber introduced a new referral program, and Randy Perry of Perry Fence Company was recognized at the Chamber's Annual Business Breakfast in December for providing the most successful referrals.

Chamber seeks accreditation, strives to improve

The Greater Chambersburg Chamber of Commerce expects to learn in late February how it is ranked by the U.S. Chamber of Commerce, which is reviewing the Chamber's accreditation application. The Chambersburg Chamber is currently ranked as a four-star Chamber (out of a possible five) and was last accredited five years ago.

Chamber staff, board members and former chairs of the board worked on the application for much of 2009. What does accreditation mean to you, our members? It means that our Chamber has taken an in-depth look at our organization -- not only



from the inside but from "the outside." This has made our organization stronger so that we can better serve you.

A team of outside professionals will review the application, which totaled more than 500 pages, and tell us how our Chamber stacks up against others who want to be the best. The Chamber will be judged

on governance, finance, human resources and staff, government affairs, program development, technology, communications and marketing, facilities and benchmarking. Our Chamber will be graded -- and given recommendations for improvement.

The questions and required documentation validated the fact that our Chamber does many things well. However, it was also clear that it was time to review all of our Chamber's policies and procedures and to update them as needed. Other Chambers' policies were reviewed, as well as communications, technology, privacy

(See Accreditation on Page 3)

2010 Board of Directors

Eric Wickson - Target Distribution Center, *chair*

Steve Caldwell - Orrstown Bank, *past chair*

Jeffrey Embly - Orrstown Bank, *CADC President*

Mike Kugler - F&M Trust, *treasurer*

Kathie Berard - Wilson College, *secretary*

David Sciamanna, Chamber of Commerce *president*

Pat Barbarowicz - Summit Health

Dennis Coons - Global Data Consultants

Derrick Donnell - PA CareerLink

Michael Jamison - Occupational Services Inc.

Bernie Kotula - IMI

Rod Mason - Menno Haven Inc.

Dan May - Chambersburg Mall

Suzanne Miller-Trinh - Sharpe & Sharpe

Lucille Stence - Retired - Summit Health

Blake Truman - Verstandig Broadcasting

Doug Wagner - Wagner's Supply Depot

Jim Zimmerman - Valley Quarries Inc.

William Etter, Nationwide Insurance

Karin Fitz, Main Street Deli

Terry Guberman, Comfort Keepers

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Members give Chamber high marks in annual survey

The Greater Chambersburg Chamber of Commerce is getting positive feedback from members who have completed the membership survey.

In an effort to boost feedback from members, the Chamber included the survey in its annual dues mailing, and posted the survey on the Chamber's Web site at <http://www.chambersburg.org>. Members may still complete the survey online or return the one they received via mail or e-mail. Any member who didn't receive a survey may request one by calling Kathy Leedy, communications director, at 717-264-7101, Ext. 204.

So far, everyone who has returned the survey has said that the Chamber is meeting expectations, exceeding expectations or meeting some expectations.

On a scale of 1 to 5, with 5 being the

highest, many respondents give the Chamber a 4 or 5 for its newsletter and annual membership directory, and slightly lower marks for its Web site, e-mail and fax blasts.

Of the Chamber events, members like the monthly mixers the best.

According to the survey, Chamber affiliation, communications and marketing/networking are key reasons for belonging to the Chamber. Legislative advocacy and health care options also score well.

Of issues affecting their businesses, the more than 100 members who responded are most concerned about the economy, health and energy costs, and finding/retaining employees.

Survey responses will help guide Chamber staff in their efforts to serve members.

Chamber revises Mission Statement

The Greater Chambersburg Chamber of Commerce Board of Directors approved a revision of the Chamber's Mission Statement in 2009 and adopted Vision and Values statements for the first time.

Mission Statement: We exist to help our members prosper and to enhance the quality of life in the Chambersburg area.

Vision Statement: The Greater Chambersburg Chamber of Commerce will be the premier business organization in our region to promote the business community, economic development and education in innovative ways – contributing to the community's quality of life and having a positive impact on the lives of those we serve.

Values Statement: The Greater Chambersburg Chamber of Commerce serves as the welcoming front door of the community. The Chamber is committed to being a positive, helpful and visionary community leader and resource -- treating everyone with respect, providing excellent service and acting with fairness and integrity. Chamber staff, volunteers and partners are proactive advocates for our members and are passionate about communicating and achieving these goals.

Our staff is here to serve you

The employees of the Greater Chambersburg Chamber of Commerce are here to serve you, our members.

Please don't hesitate to call our office at 717-264-7101 if you have a business concern or question about the community. If we don't know the answer to your ques-

tion, we'll try our best to get back to you promptly. Our staff is listed in the box at left, and in each issue of the Chamber newsletter.

Our office is conveniently located on Chambersburg's Memorial Square, at 100 Lincoln Way East.

New energy program will help members and increase Chamber membership, too

The Greater Chambersburg Chamber of Commerce launched a new energy program in late 2009 that will help members and increase Chamber membership at the same time.

The Chamber is partnering with ChamberChoice and OnDemand Energy Solutions to offer a program that is exclusive to Chamber members who are Allegheny Power customers. Members who sign up for the program will be part of energy-buying pools, which should result in savings when rate caps for Allegheny Power customers expire at the end of 2010.

The first energy pool will be created in early 2010 and energy consultants at OnDemand Energy believe the program will help approximately 90 percent of Chamber members who qualify. In some instances, energy savings may equal or surpass the cost of a Chamber membership. It is the only energy-pool product available and is expected to provide “significant value” to Chamber members, said Sam Weber, CEO of ChamberChoice. In other parts of Pennsylvania where rate caps have expired, the program has saved Chamber members millions of dollars, Weber said.

“It is something truly different, something truly of value. Our energy program looks at each and every business (who signs up) and energy experts offer what they believe is the best solution. We are the largest energy-buying pool in central Pennsylvania. Some will have lower electric bills than before deregulation,” Weber said.

A meeting to discuss deregulation and what it will mean to Franklin County area businesses will be held at 9 a.m. Feb. 25 at the Quality Inn and Suites, 1095 Wayne Ave. There is no cost to attend. For reference purposes, attendees should bring two of the most recent electric bills for each meter.

To register for the Feb. 25 meeting at Quality Inn, call the Chamber at 264-7101.

If unable to attend this meeting, ChamberChoice is offering convenient Webinars:

■ Friday, Feb. 5 at 10 a.m.: <https://www2.gotomeeting.com/register/219017667>

■ Friday, Feb. 5 at 2 p.m.: <https://www2.gotomeeting.com/register/728439371>

Members located within the Borough of Chambersburg are not eligible for the program because they are not served by Allegheny Power.

OnDemand Energy Solutions uses a blended approach when it buys energy, blending long-term contracts with short-term contracts. Chambers participating in the program believe it provides the best opportunity for savings to members.

To obtain an application or learn more about the ChamberChoice Energy Program, visit the Chamber Web site at <http://www.chambersburg.org> or call Doug Harmon, membership director. The application includes a letter of authorization that would enable Allegheny Power to release information on energy usage and billing to OnDemand Energy Solutions, which would analyze the energy usage to determine whether the buying pool approach would benefit the member. If not, the member is under no obligation to proceed. It is only after a contract is signed that a business would be in the pool.

OnDemand has a 10-year track record of success with its buying pool approach and that’s why chambers of commerce all across Pennsylvania are partnering with the company. “OnDemand Energy Solutions is a national leader in energy savings and strategies to help businesses,” said David G. Sciamanna, president of the Chambersburg Chamber

The Greater Waynesboro and the Shippensburg chambers of commerce are among those participating in the program.

Accreditation process strengthens Chamber

(Continued from Page 1)

and disaster plans. Ultimately, our Chamber picked the best of what suited our organization and the accreditation report formed the basis of our strategic plan.

The Chamber’s bylaws, personnel policy and mission statement were updated in 2009, and the Chamber developed vision and values statements. The process also re-engaged past chairs and served as a valuable orientation for the new chair of the board, and it was helpful to the Chamber staff – particularly those who weren’t part of the Chamber team five years ago when the last accreditation report was prepared.

Accreditation is a prestigious honor that distinguishes the high quality, expertise and leadership of a Chamber. There are only about a dozen accredited chambers in Pennsylvania, and Chambersburg is one of them. This shows our dedication to improvement and our desire to be a strong advocate for the business community, free enterprise and pro-growth policies at the local, state and federal levels.

Web site provides convenient method to contact Chamber

If you’re not able to visit the Chamber staff at 100 Lincoln Way East in Chambersburg, you may contact the Chamber staff through the Chamber Web site. Through <http://www.chambersburg.org>, people can ask questions, apply for membership, request a meeting with the membership director, register for events, respond to the membership survey, complete applications for Chamber programs, request a relocation packet and buy items from the Heritage Center’s gift shop.

Chamber helps members with marketing

The Chamber uses a variety of methods to help members promote their products and services. These marketing tools are available exclusively to Chamber members.

The Chamber Outlook, the newsletter, is published 11 times a year, with a joint issue in July/August. In the past year, the Chamber increased the number of pages in the newsletter from 12 to 16 on a regular basis, providing more news, photographs and information about members and their businesses/organizations. New members and members observing Chamber anniversaries are listed each month.

In addition, the Members in the News segment has been expanded – enabling members to increase awareness of their businesses/organizations and the services they provide. Member Spotlights also are popular, shining a positive spotlight on both new and long-time members. A new feature, called Giving Back, highlights charitable deeds by members. There is no charge to be included in these news features.

Advertising in the newsletter is available at an economical price. The newsletter is available on the Chamber's Web site, <http://www.chambersburg.org>, and it is available via e-mail, too. The e-mailed version contains color photographs, an attractive upgrade to the publication in 2009.

Advertising in the newsletter helps members reach more than 1,400 readers. Newsletter circulation has increased now that the publication is available by e-mail. You also may find it at area libraries and the Chambersburg Mall.

At a time when some chambers of commerce are eliminating their printed newsletters, the Chambersburg Chamber's newsletter is getting stronger. This investment in communications is a critical part of the Chamber's mission to serve its members.

Web site

The Chamber Web site is another important tool used to promote members and Chambersburg. Whenever someone searches the word "Chambersburg," our Web site, www.chambersburg.org, is the first site that pops up because it gets the most visits -- more than 525,000 a month. Several members of the Chamber staff update the site frequently to ensure the information is fresh and timely.



Chamber of Commerce representatives are on hand to mark the opening of Hobby Lobby's new store in Chambersburg in 2009.

All Chamber members are listed online — both alphabetically and by business category. Links to their Web sites and e-mail addresses are provided at no charge. They also may submit free online calendar listings and coupons.

A digital version of the Chamber's annual Community Profile and Membership Directory is available online, thus widening the reach of the publication and enhancing the reach of Chamber members who advertise in the book. Viewers who click on members' ads are able to link to members' Web sites, further strengthening membership value. As of late 2009, the digital directory was getting 30,000 to 40,000 page views a month.

The Chamber Web site also features a video magazine which includes images and commentary that showcase Chambersburg as an attractive place to do business. The magazine promotes the Chamber's "buy local" initiative and includes video footage of member businesses, schools and recreational facilities.

Annual directory

In addition to the digital version that is on the Chamber Web site, a hardback book is produced that features articles about the Chambersburg area and the complete membership list, with contact information. The book is considered to be one of the best Chamber directories in the Northeast. The 2009-2010 edition is 224 pages and features outstanding photography and graphics by Centre Publications Inc., the publisher. Seven thousand copies are printed each year. They are available at the Chamber and at area hotels at no charge, and copies are mailed to people requesting

relocation packets. Hundreds are distributed on Old Market Day, when one of the biggest street fairs in Chambersburg is held.

E-mail

The Chamber uses e-mail frequently to communicate with members. Regular e-mail blasts, usually at least two a month, highlight upcoming events and announcements from the Chamber, as well as community/member events. In late 2009, the Chamber began offering e-mail advertisements to its members. The Chamber mails up to five member advertisements in the same e-mail to the membership once a week. These advertisements are available for \$45 each, an economical way for members to reach other members in the business community in a timely manner.

Blast faxes

The Chamber sends faxes from members to other Chamber members for \$45. Members may ask the Chamber to send both a blast fax and an E-ad for \$75.

Event marketing

In addition to the various media promotions that are detailed above, the Chamber gives members many other opportunities to market their businesses, products and services.

Sponsorship of Chamber events provides exposure and shows the members' support of Chamber activities such as the annual Chamber breakfasts, dinner/dance, golf tournament and ChambersFest activities. Give-aways at events (door prizes, free samples etc.) enable members to promote products.

See Members on Page 5

Members have many marketing options

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Monthly mixers highlight the host's business and give all members who attend an opportunity to network in a casual setting.

Events such as Community Market Day, held for the first time at Chambersburg Mall in 2009, increase members' exposure to the public, and give them valuable one-on-one time with prospective customers.

Member plaque

Each member of the Chamber receives a plaque which identifies them as a Chamber member. Most display it prominently at their place of business. Studies show that people are more likely to buy from Chamber members than non-Chamber members.

Grand openings, ribbon-cuttings

The Chamber helps members promote their grand openings, open houses and ribbon-cutting ceremonies, and Chamber staff members are available to assist at the event if needed.

Referrals

The Chamber staff receives thousands of telephone calls each year and comes in contact with many people on the job. They refer callers to Chamber members only when inquiries are made about restaurants and other businesses.

Free space is available at the Chamber to display member business cards and other promotional material.

Employee recruitment

Need to hire someone? Employee recruitment is available online through the

Chamber's partnership with NationJob. Help-wanted listings are free to members with 25 or fewer employees, and are available at discounted prices to larger employers. Job seekers can search for employment by job, region and salary. Employers can submit job listings by e-mail, fax and regular mail. Nationjob.com gets 65 million visits per month.

Mailing labels

Members may purchase mailing labels listing Chamber members for 10 cents each.

Cable TV

Members may promote their business — and its association with the Chamber of Commerce — by being featured on the Comcast cable system at discounted prices.

Chamber is an advocate for businesses

The Greater Chambersburg Chamber of Commerce, the largest business organization in Franklin County, takes its role as a business advocate very seriously. For example, in 2009 the Chamber took a leading role in opposing the Employee Free Choice Act, more commonly known

as the Card Check bill. There has not been a piece of legislation introduced in recent years that is viewed with such disdain by the business community.

The Chamber worked with the Pennsylvania Chamber of Business and Industry and the U.S. Chamber of Commerce to activate the business community.

The Franklin County Government Affairs Committee, which includes all of the chambers of commerce in the county, took action in January to oppose the legislation. The Greater Chambersburg Chamber of Commerce Board of Directors took similar action the same month. Letters were sent to the two United States senators and House representative from our area. Chambersburg also signed a letter developed by the Pennsylvania Chamber



Mayors from several boroughs met with the Franklin County Government Affairs Committee in 2009.

of Business and Industry that was circulated to the entire Pennsylvania delegation.

The Chamber chair dedicated his February column in the Chamber newsletter to the issue and encouraged members to express their concerns to federal elected officials. Chamber President David G. Sciamanna submitted a guest editorial to local newspapers and Chamber communications tools were used to keep members informed. A sample letter to officials also was posted on the Chamber Web site. Key local supporters were urged to contact Sen. Specter personally.

The Card Check Bill hasn't come up for a vote, but the Chamber president continues to monitor the legislation closely to ensure the Greater Chambersburg Cham-

ber of Commerce is doing everything it can to defeat this proposal.

In addition to the action on the Card Check Bill, the Government Affairs Committee adopted four goals in 2009:

- Continue open communication with the five chambers in Franklin County.
- Maintain awareness of local, state and national legislative issues that impact business and make recommendations that each chamber board can consider.
- Invite speakers to keep members aware of countywide issues.
- Review committee goals annually.

In addition to adopting the legislative priorities of the Pennsylvania Chamber, the Committee met nine times in 2009, meeting with Sen. Rich Alloway, state Reps. Rob Kauffman, Todd Rock and Mark Keller, the Franklin County Commissioners, township supervisors, mayors, law enforcement representatives, economic development and tourism officials.

The Chambersburg Chamber also participated in Chamber Day on Capitol Hill, which included legislative briefings and a legislative reception.

The Chamber frequently includes updates on legislation to members through the Chamber newsletter, its Web site and e-mail blasts.

Chamber recognizes depot's importance

Letterkenny Army Depot's economic importance to Franklin County cannot be understated. As the largest employer, Letterkenny and tenant agencies employ more than 3,500 people.

The Greater Chambersburg Chamber of Commerce has a long history of supporting the depot. After the 2005 Base Realignment and Closure Report, Team Letterkenny was formed. It is a consortium of local officials, the Franklin County Area Development Corp. and the Chamber. The group works to lobby on behalf of the depot and supports efforts to strengthen and expand missions.

The Letterkenny Opportunity Showcase was held for the fourth time in 2009, bringing large defense contractors, Army and Defense Department officials, local businesses and elected officials together to "showcase" the opportunities to expand relationships with Letterkenny. Funding has been provided by the Commonwealth of Pennsylvania, but there is no funding beyond 2010.

Heritage Center attracts thousands of visitors

When visitors enter the Heritage Center at 100 Lincoln Way East, they embark on a learning experience unlike anything else in the area. There they can experience history from the pre-settler frontier to the chaos and uproar of a town burning to the first transcontinental highway.

A brief film at the Center on Memorial Square highlights key moments in the town's history, including its burning by Confederate soldiers in July 1864.

The Heritage Center is housed in the former Valley National Bank building, often referred to as "the marble building." People from all 50 states, every province in Canada and more than 60 countries have visited the Center since it opened in July 2004.

Approximately 2,000 people sign the Heritage Center guestbook each year, bringing the total number to about 12,000. About 650 fifth-graders from Chambersburg Area School District visited the Heritage Center in 2009.

Heritage Center volunteers — mostly retirees — played a major role in the



Educational opportunities

Educational programs help members to improve their bottom line and increase awareness of issues that affect their organizations. Special lunch and learn sessions are held throughout the year on a wide variety of topics, including financial planning, customer service, marketing and energy. Most sessions are held at the Chamber building at 100 Lincoln Way East, and the Shippensburg University Small Business Development Center presents business workshops at the Chamber. The development center also offers individual counseling sessions. Members can learn a lot from experts in their fields, at little or no cost. Look for information about upcoming educational sessions in the Chamber newsletter and Chamber e-mail blasts.

Award winners in 2009



Business Person of the Year
Michael G. Hull



Athena winner
Cheryl Shields

Congratulations to the Greater Chambersburg Chamber of Commerce's award recipients in 2009:

Michael G. Hull, Business Person of the Year Award; Cheryl Shields, community relations manager of Waste Management Inc., Athena Award; William Gindlesperger, Innovator Award; Pam Anderson, Volunteer of the Year; Vacon Inc., Technology Award; Brechbill & Helman Inc., Environmental Sustainability Award of Wilson College and the Greater Chambersburg Chamber of Commerce; Orrstown Bank, North Pointe Business Center and café d' Italia, property improvement awards; Maurice "Mike" Marotte III, Heritage Center Ambassador of the Year. The Greater Chambersburg Chamber Foundation honored Thomas VanArsdale as Educator of the Year.

Leadership Franklin County-Community named Marian K. Witherow its first Alumni of the Year.

Mixers help members connect with other members

If you like to eat and mingle with people with similar interests, Chamber mixers are the place to be. Some are held inside; some are held outside. No matter the location, all are opportunities for networking and socializing.

Monthly mixers help to showcase

Chamber members' businesses and organizations. Friday Morning Networking and lunch mixers were added in 2009, to accommodate those who are not able to attend evening mixers. Evening mixers are more popular, however, attracting 100 or more. Thank you to all of the hosts!

Events provide funds, enjoyment

The Chamber-organized events for ChambersFest drew good crowds and favorable publicity for the Greater Chambersburg Chamber of Commerce, raised money for the Chamber and enabled the Chamber to contribute to other worthwhile organizations in the community. For example:

- The Sixth Annual Tim and Susan Cook Memorial Race in July attracted a record number of participants and raised \$1,395 for student scholarships at Chambersburg Area Senior High School. There were nearly 200 participants, compared to 165 in 2008, and they ranged in age from 22 months to 74.

This particular race is about more than competing or raising money. The race helps to keep the memory of Tim (a former coach and teacher at the high school) and his wife, Susan Cook, alive, and it helps to spread the love of running. (The Cooks were killed in a traffic accident in December 2002.) Scholarship recipients in 2009 were Ryan Royce and Joshua Jones.

- Old Market Day, organized by the Downtown Business Council of Chambersburg, attracted thousands of people to downtown Chambersburg. For the first time, the Heritage Center presented public viewings of “*The Burning of Chambersburg*.” This was a big success, drawing about 200 viewers to the three showings.

- The Pet Parade drew at least 150 people to Wilson College and raised \$228.74, pet food and supplies for the Cumberland Valley Animal Shelter, through donations brought by spectators to the event. Pets in the Historic Costume contest – a new event -- were dressed as the Apollo 11 astronauts, Martha Washington, Mary Todd Lincoln and Milton Hershey, among others. Another new event, a pet tricks contest, brought a lot of smiles.

- Another new event in 2009, Franklin County Jeopardy, was a tie-in with the 225th anniversary of Franklin County and helped to spread awareness of local history. The three participating teams donated



Popular Chamber or Chamber affiliate events include, clockwise from top, the annual Tim and Susan Cook Memorial ChambersFest One-Mile Race, the Crab Feast, the Dinner/Dance, the Pet Parade and the Golf Tournament.

their prize money to Chamber-member nonprofit organizations.

Other Chamber events throughout the year enjoyed great support:

- More than 150 people attended the annual dinner/dance, an evening of enjoyment at The Orchards Restaurant.

- More than 130 golfers enjoyed the Chamber’s 14th annual golf tournament in June. A team from Olympic Steel won for

the second year in a row.

- Chamber-affiliate Downtown Chambersburg Inc. presented its 14th Annual Crab Feast in September. The event raised money for downtown revitalization.

- Two member breakfasts — in March and December — highlighted member and Chamber accomplishments. Speakers provided information of value to Chamber members, too.

New events give members more chances to network

The Chamber introduced a number of new events in 2009, giving members additional opportunities to market their businesses and network with others.

Community Market Day at Chambers-

burg Mall attracted more than 60 vendors in August and drew customers to the mall. Feedback was very positive from the vendors who participated.

Members who enjoy sports attended

Chamber Night events featuring the Hagerstown Suns (minor league baseball) and the Chambersburg Cardinals (minor league football).

Both teams are Chamber members.

Foundation expands leadership training

The Greater Chambersburg Chamber Foundation formed Leadership Franklin County in 1986 as a way to help employers develop workforce talent. Since then, more than 400 people have graduated from the program, including some of the top leaders in the community and in workplaces throughout the county.

Over the years, the program has adapted its 64-hour curriculum. Team projects address needs by community organizations that submit proposals.

Program participants:

- Interact with area business and education leaders.
- Establish a network of community contacts.
- Enhance problem-solving, communication and decision-making skills.

The 2009 graduating class, at 21, was the largest ever for the program. All of the chambers of commerce in Franklin County endorse the program. Participants or their employers pay tuition to participate, and there are scholarships.

Because of the success of the program, the Foundation decided to expand it in 2009. The original program was renamed Leadership Franklin County-Community, and two other leadership programs were added: Leadership Franklin County-Youth and Leadership Franklin County-Advanced.

■■■

The youth program – the only one of its kind in the region -- is focusing on promising high school sophomores from



Leadership Franklin County-Community participants work on a team-building exercise.

public, private and home-based schools in the county. Each of the six school districts in the county has a representative number of students participating. Participants began their assignments in July and started the program in September. Classes at Franklin County Career and Technology Center are supplemented by tours and other learning opportunities. Students who complete the course will graduate from the program in May 2010.

The curriculum includes team-building exercises, sessions on leadership, communication, ethics and personal accountability, community awareness, time management, diversity and goal setting, and community service projects completed by teams.

Participants in the first class are attending free of charge thanks to the underwriting of business and non-profit sponsors such as the Franklin County Drug and Alcohol Abuse Prevention Program,

which committed \$12,000 to the effort.

■■■

The advanced leadership program began last April when the Foundation brought best-selling author Lance Secretan to Chambersburg for a seminar.

In October, the Foundation began offering learning opportunities with top leaders in Franklin County. The first “*Inside the Leader’s Studio*” session included an interview with Norman B. Epstein, president and CEO of Summit Health. Epstein answered questions about leadership. The next “*Leader’s Studio*” on March 2 will feature Letterkenny Army Depot Commander COL Cheri Provancha.

Also in 2009, the Foundation provided almost \$25,000 in grants to educators in Chambersburg Area School District who integrated technology into their classrooms, and Command Spanish training to emergency responders and public employees.

Business support enabled the Foundation to sponsor local students’ participation in Pennsylvania Free Enterprise Week, a one-week business camp to increase their knowledge of business practices and capitalism.

In addition, the Foundation reached out to businesses, providing a toolkit that helped them partner with schools on cooperative education.

A \$9,000 state grant provided funding for career exploration activities throughout the county.



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